
Data File

FY2021/3

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NOHMI BOSAI LTD.

Contact

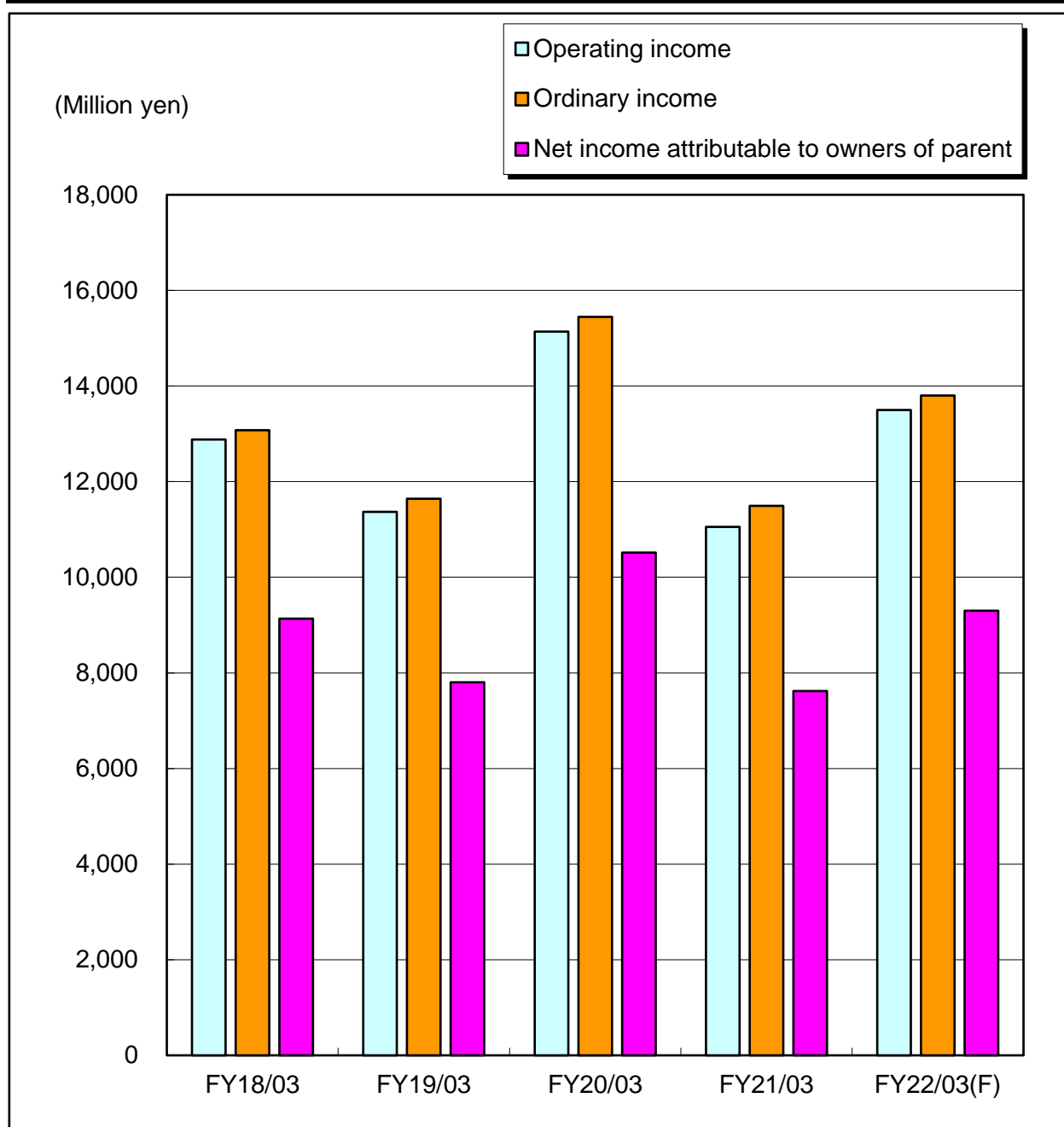
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1. (1) Key Performance Indicators (consolidated)

(Million yen, rounded down)

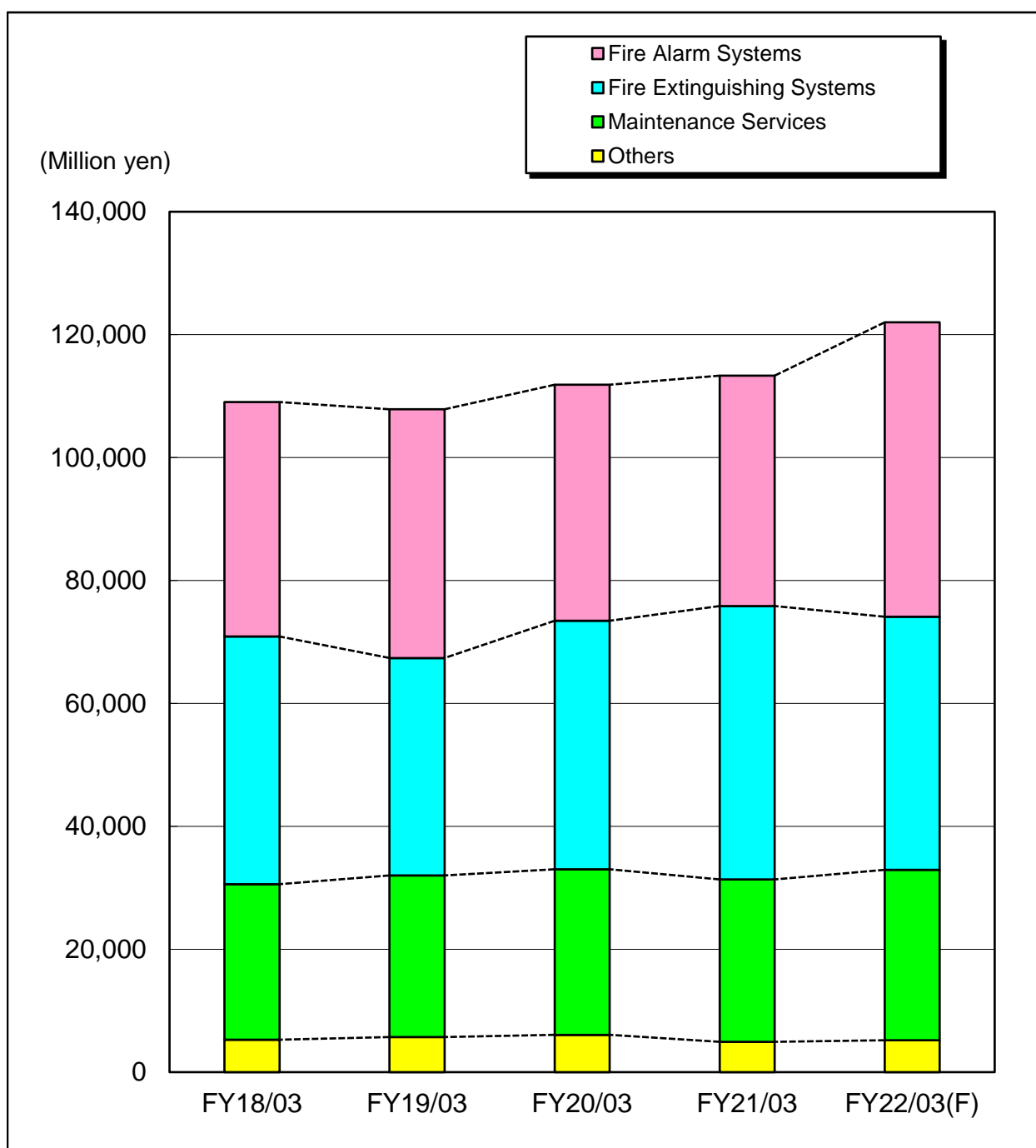
	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03(F)
New orders	109,019	107,860	111,872	113,308	122,000
Net sales	105,032	106,774	117,294	107,897	120,800
Cost of sales	69,448	71,927	77,989	72,770	80,850
% to sales	66.1%	67.4%	66.5%	67.4%	66.9%
SG&A expenses	22,701	23,480	24,165	24,073	26,450
% to sales	21.6%	22.0%	20.6%	22.3%	21.9%
Operating income	12,881	11,366	15,139	11,053	13,500
% to sales	12.3%	10.6%	12.9%	10.2%	11.2%
Ordinary income	13,073	11,644	15,448	11,494	13,800
% to sales	12.4%	10.9%	13.2%	10.7%	11.4%
Net income attributable to owners of parent	9,135	7,804	10,516	7,620	9,300
% to sales	8.7%	7.3%	9.0%	7.1%	7.7%



1. (2) New orders by Segment (consolidated)

(Million yen, rounded down)

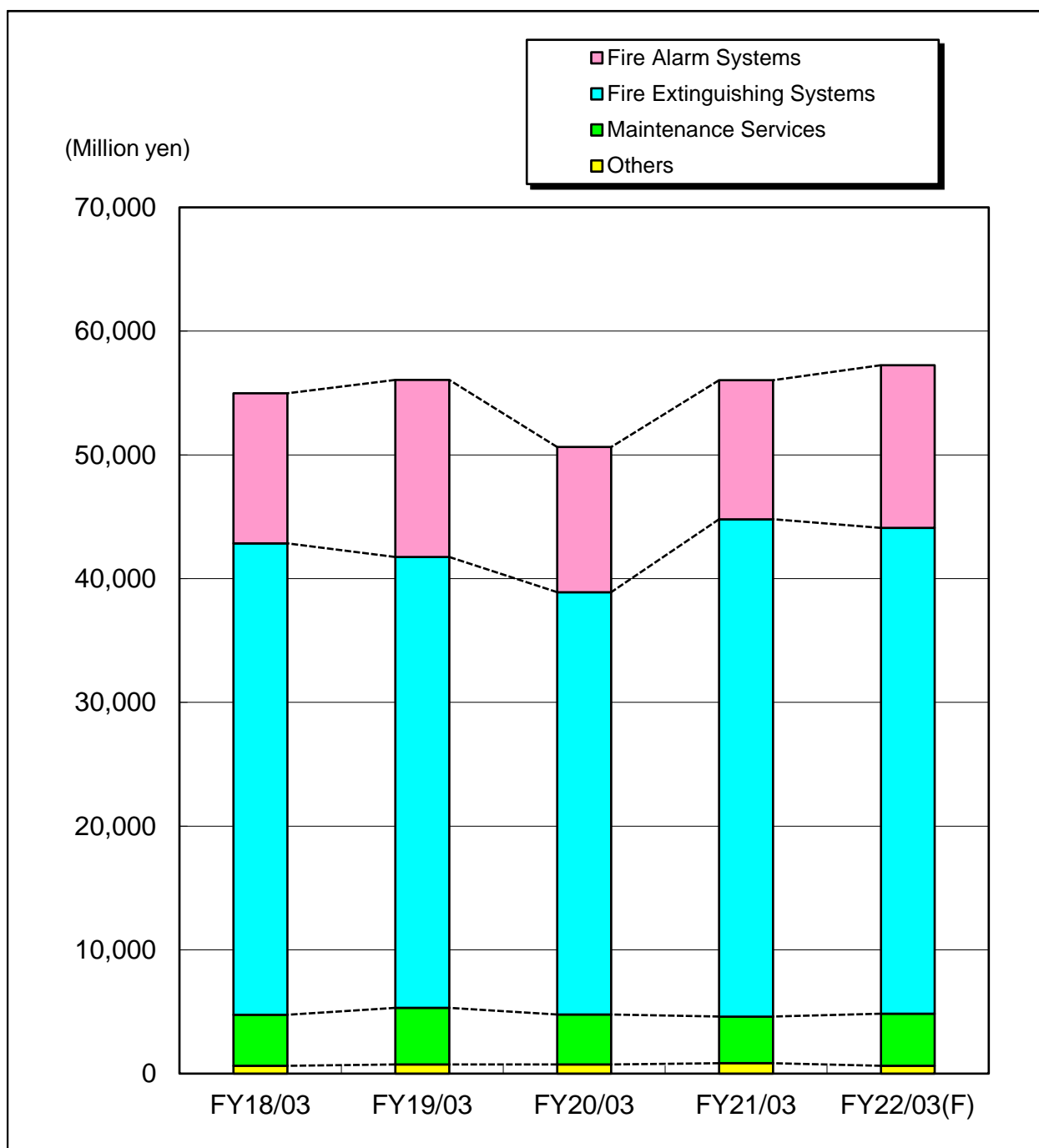
	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03(F)
Fire Alarm Systems	38,106	40,467	38,441	37,466	47,900
Fire Extinguishing Systems	40,323	35,398	40,419	44,469	41,200
Maintenance Services	25,296	26,277	26,935	26,436	27,700
Others	5,292	5,716	6,075	4,936	5,200
Total	109,019	107,860	111,872	113,308	122,000



1. (3) Backlog of Orders by Segment (consolidated)

(Million yen, rounded down)

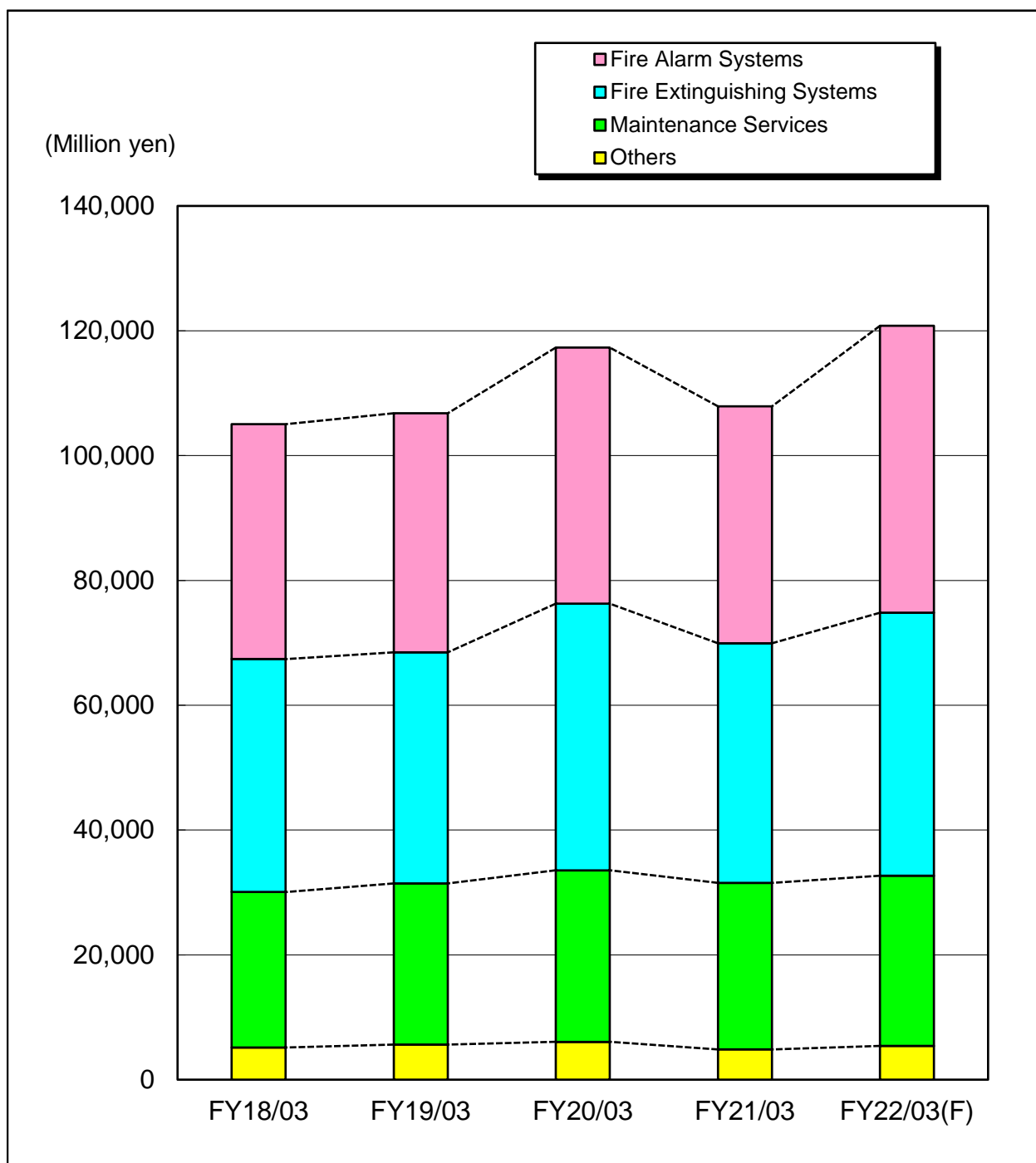
	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03(F)
Fire Alarm Systems	12,133	14,303	11,728	11,243	13,153
Fire Extinguishing Systems	38,081	36,439	34,133	40,187	39,247
Maintenance Services	4,125	4,571	4,024	3,773	4,203
Others	631	742	747	840	640
Total	54,971	56,056	50,634	56,045	57,245



1. (4) Net Sales by Segment (consolidated)

(Million yen, rounded down)

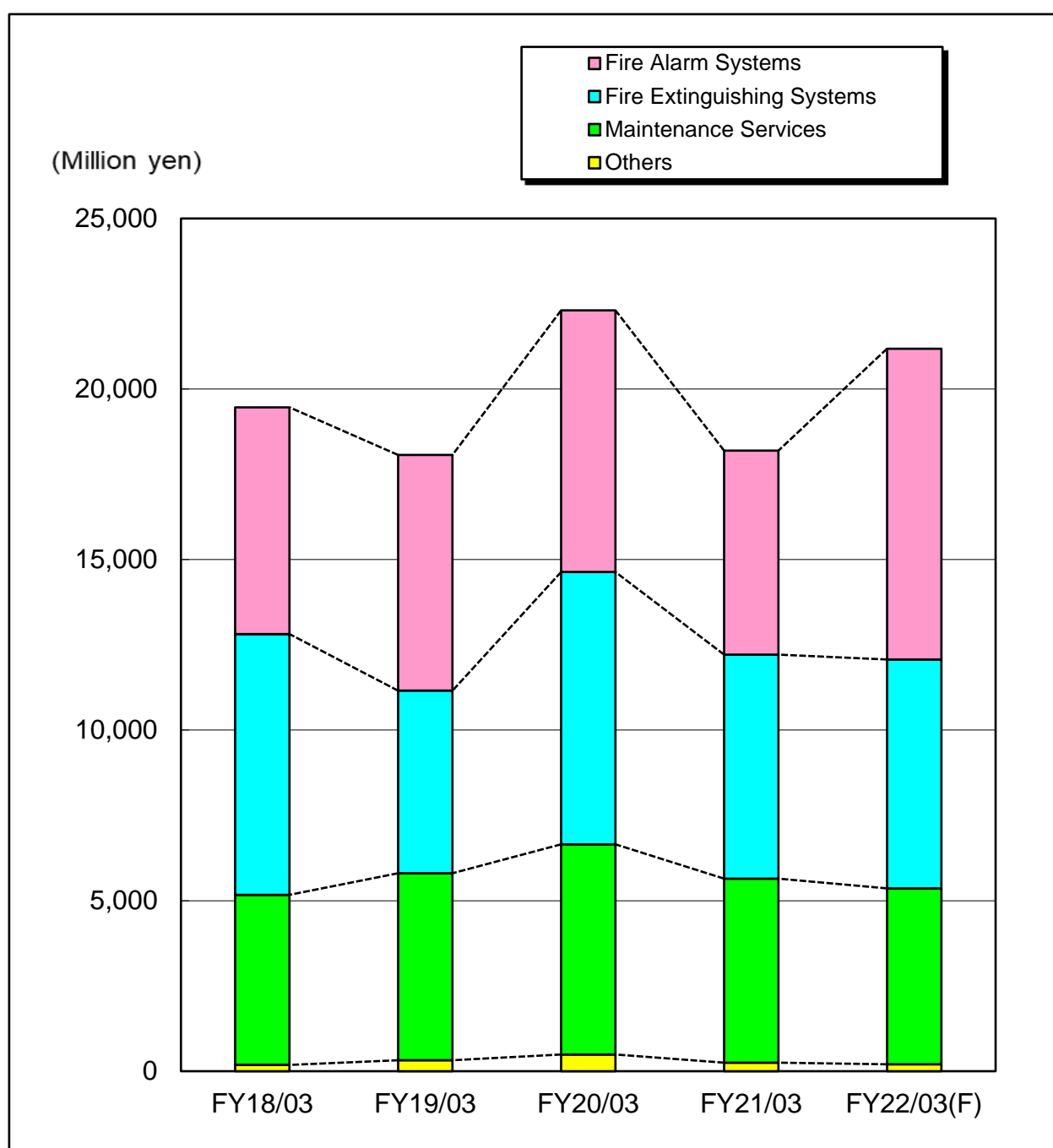
	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03(F)
Fire Alarm Systems	37,641	38,297	41,015	37,952	45,990
Fire Extinguishing Systems	37,328	37,040	42,725	38,415	42,140
Maintenance Services	24,889	25,830	27,482	26,687	27,270
Others	5,172	5,605	6,070	4,842	5,400
Total	105,032	106,774	117,294	107,897	120,800



1. (5) Operating Income by Segment (consolidated)

(Million yen, rounded down)

	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03(F)
Fire Alarm Systems	6,640	6,911	7,672	5,979	9,114
Fire Extinguishing Systems	7,647	5,349	7,984	6,568	6,710
Maintenance Services	4,987	5,488	6,162	5,392	5,161
Others	185	319	490	253	200
Total	19,460	18,068	22,308	18,194	21,187
Elimination/ Corporate	(6,578)	(6,701)	(7,168)	(7,140)	(7,687)
Operating income	12,881	11,366	15,139	11,053	13,500



1. (6) SG&A Expenses (consolidated)

(Million yen, rounded down)

Items	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03(F)
Remuneration for directors	631	722	715	553	—
Salaries/wages/allowance	7,759	7,898	7,988	8,354	—
Provision for bonuses	1,992	1,981	2,190	2,090	—
Bonuses	821	849	884	935	—
Welfare expenses	1,687	1,725	1,785	1,855	—
Provision for retirement benefits for directors	86	17	21	19	—
Retirement benefit expenses	1,014	1,027	1,007	978	—
Total personnel expenses	13,994	14,221	14,593	14,787	15,200
Provision of allowance for doubtful accounts	1	44	7	-10	—
Outsourcing expenses	1,157	1,219	1,329	1,370	—
Rent expenses	1,278	1,455	1,505	1,561	—
Depreciation	708	746	813	925	—
Research and development expenses	2,035	2,240	2,107	2,289	—
Other	3,526	3,552	3,809	3,148	—
Membership fee	(90)	(91)	(89)	(85)	—
Advertising expenses	(213)	(222)	(234)	(195)	—
Repair and maintenance expenses	(281)	(292)	(303)	(286)	—
Stationery expenses	(172)	(173)	(167)	(161)	—
Utilities expenses	(121)	(127)	(121)	(115)	—
Design fee	(314)	(297)	(312)	(336)	—
Entertainment expenses	(391)	(435)	(423)	(225)	—
Taxes and dues	(601)	(573)	(599)	(571)	—
Communication expenses	(235)	(220)	(226)	(228)	—
Insurance expenses	(205)	(215)	(322)	(245)	—
Travel and transportation expenses	(573)	(603)	(592)	(364)	—
Other	(323)	(299)	(414)	(334)	—
Total non-personnel expenses	8,707	9,259	9,572	9,285	11,250
Total SG&A Expenses	22,701	23,480	24,165	24,073	26,450

* Personnel and non-personnel expenses in research and development expenses are as follows

Research and development expenses	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03(F)
Personnel expenses	871	947	977	1,020	1,050
Non-personnel expenses	1,164	1,293	1,130	1,269	1,530

1. (7) Total Assets & Shareholders' Equity (consolidated)

(Million yen, rounded down)

	FY17/03	FY18/03	FY19/03	FY20/03	FY21/03
Total Assets	114,093	122,617	128,628	136,666	139,875
Net Assets	75,448	83,684	89,362	97,671	104,122
Equity ratio	64.8%	67.0%	68.3%	70.4%	73.3%
Return on equity	9.8%	11.7%	9.2%	11.4%	7.7%



2. Other Indicators (non-consolidated)

(Rounded down)

	FY14/03	FY15/03	FY16/03	FY17/03	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03 (F)
Number of employees	1,407	1,418	1,452	1,466	1,522	1,578	1,631	1,679	—
Sales per employee (Million yen)	52	52	55	51	55	51	55	49	—
Operating income per employee (Thousand yen)	4,627	5,265	5,832	5,081	7,022	5,721	7,169	4,818	—
Capital expenditure (Million yen)	784	2,896	3,654	3,190	1,903	1,130	1,417	3,366	3,502
Depreciation (Million yen)	1,062	973	930	1,099	1,339	1,530	1,636	1,766	1,961
R&D expenses (Million yen)	1,662	1,708	1,862	1,797	2,066	2,245	2,136	2,317	2,602
Financial income/expenses (Million yen)	160	209	226	275	281	338	322	335	331